



College of Southern Maryland



Associate of Applied Science in Management Development

STUDENT DATA:		Credit	Potential
NAME: ROADMAP'S DEGREE	SSN: 000-00-0000	Required	Credit

Composition and Rhetoric (ENG 1010) [EN023A]	3.00
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Students receive instruction in grammar, planning, organizing, and developing a variety of compositions. They also learn basic research and documentation techniques. Upon completion students should be able to write unified, coherent essays nearly free of mechanical or structural errors.
{DANTES Code = 11.07.00}

Computer Electives	3.00
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Select from the below courses.

The Information Age: Emerging Technology (ITS 1015)
Microcomputer Software Applications for Business (BAD 1330)

Visit the CSM webwite for course descriptions.

Communications Electives	3.00
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The following is a list of acceptable courses:

COM 1010 - Basic Principles of Speech Communication
COM 1250 - Introduction to Interpersonal Communication
COM 1350 - Intercultural Communication
COM 1450 - Groups, Teams, and Leadership
{DANTES Code = 04.10.00 or 04.10.05}

Visit the CSM website for course descriptions.

English Elective	3.00
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Select from the courses below.

Business/Technical Writing (ENG 2050)
Introduction to Workplace Writing (ENG 2090)

Visit the CSM for course descriptions.

Mathematics Electives	3.00
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Visit the CSM website for a acceptable courses and descriptions.
{DANTES Code = any 14.XX.XX series}

Biological/Physical Science Electives	3.00
Visit the CSM website for acceptable courses and descriptions. {DANTES Code = 16.13.00 or 16.99.00 or most 16.XX.XX series}	
General Education Electives	6.00
(from any course numbered 1001 and above) Visit the CSM website for acceptable courses and descriptions. {DANTES Code = 08.XX or 11.XX or 13.XX or 16.XX or 17.XX or 20.00 series}	
Business Math Electives [MH053A,MH071A,BU003A]	3.00
Select from the following list:	
Introduction to Statistics (MTH 2300)	
Business Mathematics (BAD 1300)	
Business Finance (ACC 2681)	
{DANTES Code = 14.09.00, 14.09.06, 14.02.01, or 03.02.01}	
Visit the CSM website for course descriptions.	
Principles of Accounting I (ACC2010) [AC025A]	3.00
Basic accounting principles are applied to the single proprietorship with emphasis on the logic of the accounting cycle. Topics include journals, ledgers, receivables, payables, inventory evaluation, deferrals, accruals, internal control, plant assets, and the preparation of financial statements. Credit for this course may be earned through CLEP or DANTES. {DANTES Code = 03.01.00}	
Automated Accounting Systems (ACC 2015) [AC020A]	3.00
Students learn the implementation of general ledger, accounts receivable, accounts payable, payroll, depreciation, and spreadsheet systems on the microcomputer. Independent study time in the microcomputer lab is required in addition to class time. Credit for this course may be earned through departmental examination.	
Principles of Accounting II (ACC 2020) [AC025A]	3.00
Basic accounting principles are applied to the partnership and corporate entities with emphasis on the structure of corporate financial statements. Topics include stockholders' equity, long-term liabilities, short-term investments, cash flows, financial statement analysis, and basic managerial accounting. Credit for this course may be earned through CLEP. {DANTES Code = 03.01.00}	
Principles of Management (BAD 1210) [MG001A]	3.00
Students examine the functions of planning, organizing, directing, and controlling business activities as they relate to both the internal and external environment of the organization. Case studies highlight the management process. Students are required to work in teams. Credit for this course available through CLEP.	

{DANTES Code = 03.10.00}

Business Law I (BAD 2070) [BU002A]**3.00**

Students study principles of agency law, partnership law, corporate law, debtors' and creditors' rights, and bankruptcy.

Prerequisite: BAD 1810 or BAD 2070 or ECN 1015 or PGL 1011

Credit for this course may be earned through DANTES.

{DANTES Code = 12.01.00}

Principles of Marketing (BAD 2610) [BU005A]**3.00**

Students gain an understanding of the market manager's responsibilities and working environment. Topics include the role of marketing in society, planning strategies, consumer characteristics, international markets, market potentials, product planning, packaging and branding, consumer goods, industrial goods, wholesaling, and retailing.

Credit for this course may be earned through CLEP.

{DANTES Code = 03.11.00}

Human Resource Management (BAD 2700) [MG002A]**3.00**

Students are introduced to human-resource management. Topics include job design, recruitment, selection, interviewing, benefits, EEO laws, performance appraisals, grievance, and personnel changes within an organization.

Credit for this course may be earned through DANTES.

{DANTES Code = 03.13.00}

Introduction to Business in a Market Economy (ECN 1015) [BU001A]**3.00**

Students examine business in the United States as a social institution. Topics include economic systems, legal factors, government regulations, forms of ownership, management, employee relations, finance, accounting, and marketing.

Credit for this course may be earned through DANTES.

{DANTES Code = 03.10.07}

Principles of Economics I (ECN 2010) [EC008A]**3.00**

In this introduction to modern macroeconomics, students examine the scarcity of resources; the circular flow of businesses, households, and government; supply and demand; the private and public sectors; gross domestic product; unemployment and inflation; and fiscal and monetary policies for correcting the economy. Also covered are the successes and problems of some recent economic policies.

Credit for this course may be earned through CLEP.

{DANTES Code = 20.05.00}

Principles of Economics II (ECN 2020) [EC009A]**3.00**

In this introduction to modern microeconomics, students analyze producer decisions through examining consumer demand; producer costs; competitive and noncompetitive market models; and the producer's employment of labor and other resources. Also explored are areas affecting the producer's environment such as antitrust regulation, labor market issues, and international trade.

Credit for this course may be earned through CLEP and

through telecourse study.
{DANTES Code = 20.05.00}

Business Electives**3.00**

Visit the CSM website for acceptable courses and descriptions.
{DANTES Code = most 03.XX.XX series}

Excess or Duplicate Credit

TOTAL **60.00** **0.00**

Thank you for requesting support from the U.S. Coast Guard Institute (CGI). Whereas we serve as an activity in support of your unit Educational Services Officer (ESO), you are encouraged to seek assistance from your local ESO in your academic endeavors. The following information is provided to help you understand what is presented in this degree plan:

This document is an UNOFFICIAL Degree Plan to provide you with a preliminary assessment of how your prior learning experiences might fit into the specified degree program for this academic institution. If you choose to pursue this degree option, you must present it to a college representative, who will review it for the following:

- o Accurate representation of the college's degree program requirements, including course numbers and titles, credit hours for each course, lower- and upper-level course requirements, and the total number of credits needed for the degree.
- o Appropriate assignment of ACE Guide-recommended credit at the lower or upper level for military service schools and occupations, CLEP, DSST, and other tests, transfer credit for courses from other colleges and universities, certification programs, etc.
- o Appropriate assignment of SOC Course Category Codes from the SOC Handbook Transferability Tables. The SOC Degree Program Handbooks can be obtained from the SOC web site at: www.soc.aascu.org should you wish to learn more about the course transfer guarantees among SOC network institutions.

IMPORTANT NOTE: When you are ready to seek admission into this degree program, please contact the USCG Institute at 1-405-954-7241. Your advisor will send the college or university an official U.S. Coast Guard Institute transcript, a copy of the degree plan, and a ready-for-signature SOC Student Agreement which, when signed by a college official, becomes a contract for degree completion committing the college or university to supporting you in your academic endeavors.

Credit for all courses you have taken must be reflected on official transcripts sent directly to this college from the administrative offices of the colleges you previously attended. This degree plan is often used for information purposes by college counselors pending receipt of the official transcripts from the source colleges.

This degree plan is not intended to compete with your local college or university. Keep in mind, you are allowed to transfer in a significant amount of the degree requirements to this institution. As such, credit from local colleges, college level examination programs, or advanced military training may be applied to this

degree. You may also complete the courses necessary from this college either in residence (on campus or possibly on a military base at a campus extension in the Education Center) or through distance delivery of the courses. If you have questions, please contact the college counselor or your advisor listed at the bottom of this Degree Plan.

DEGREE PLAN LEGEND:

SH = Semester hours
VOC = Vocational, not relative to an academic degree
LL = Lower Level, i.e. courses at the Freshman/Sophomore level
UL = Upper Level, i.e. courses at the Junior/Senior level
GL = Graduate Level (sometimes recommended by ACE for very complex courses)
[#] such as [EN024A] or [EN024B] = SOC Course Category Codes*
{#} such as {DANTES Code = 01.02.03} = DANTES Academic Codes **

* SOC Course Category Codes: Service members Opportunity Colleges (SOC) is a consortium of over 1,600 accredited colleges and universities seeking to provide degree opportunities to the military. Over 170 of these institutions participate in network degree programs developed for the Army, Navy, Marine Corps, and Coast Guard. A SOC course category number beside a course from one of these institutions, such as [EN024A] or [EN024B] for English Composition, indicates that courses from other degree program institutions with the same code may be taken to satisfy the degree requirement. See the SOC Degree Programs Handbooks at <http://www.soc.aascu.org/>

** DANTES Academic Codes: The Defense Activity for Non-Traditional Education Support (DANTES) publishes the DANTES Independent Study Catalog (DISC) annually, which lists more than 6,000 courses from dozens of regionally accredited colleges and universities. Because this is a degree from a SOC affiliated college, the academic residency requirements are limited, thereby allowing students to transfer in a significant portion of the degree, as mentioned above. If the course you desire to take is not offered by this institution when you want to take it, consider the opportunities the courses in the DISC present. For more information, visit http://www.dantes.doded.mil/dantes_web/distancelearning/disc/front/cont.htm Keep in mind, you should always check with the counselor or academic advisor at this institution before enrolling in a course listed in the DISC to ensure it will be accepted in transfer toward this degree.

College of Southern Maryland General Information

The College of Southern Maryland (CSM) is a public, regional community college with a far-reaching mission-to help our students and community meet the challenges of individual, social, and global changes.

The College of Southern Maryland is rich in history with a promising and exciting future ahead. The college's history dates to 1958 when the Charles County Community College was established as part of the continuing expansion of the community college within America. At its inception in 1958, the college was governed by the Charles County Board of Education, with the first classes being held at La Plata High School in the evenings. The Friendly Hall Campus, which is now the La Plata campus, was established in 1968. The college expanded its services to St. Mary's County in 1978

and Calvert County in 1980.

On July 1, 2000 the college officially became the College of Southern Maryland (CSM), a regional college serving Calvert, Charles and St. Mary's counties.

Today, College of Southern Maryland is known as a progressive, innovative and technologically-advanced institution. As a regionally-accredited institution that prides itself on delivering high quality educational services, it also serves as a catalyst for business, industry and government to identify the resources needed to grow and maintain a healthy economy and community.

CSM offers an array of associate's degree programs, industry certifications, career training, wellness and fitness activities, and is home to the Corporate and Community Training Institute. CSM prepares its students for transfer to bachelor's degree programs and provides the tools and resources needed to immediately succeed in a competitive marketplace.

The College of Southern Maryland (formerly Charles County Community College) is accredited by the Middle States Association of Colleges and Schools, 3624 Market Street, Philadelphia, PA 19104, (267) 284-5000, and the Maryland Higher Education Commission, 16 Francis Street, Annapolis, MD 21401, (410) 974-2971.

Tuition:

Charles, Calvert and St. Mary's County Residents	\$89.00/credit
Other Maryland residents	\$153.00/credit
Out-of-state residents	\$194.00/credit
Portfolio assessment (not refundable)	\$87.00/credit

For more information regarding this degree program, please contact:

Sandra Tolson
Academic Advisor
College of Southern Maryland
P.O. Box 910, Mitchell Road
La Plata, MD 20646-0910
Email: sandrat@csmd.edu
<http://www.csmd.edu>

POLICY NOTES:

Courses listed in this degree program may require completion of prerequisites. The intent of prerequisites is to ensure that students have the level of skill and knowledge that will assure a reasonable expectation of success in the course. Students may take courses in any sequence as long as they meet the prerequisite. Visist the college's website for course descriptions and prerequisite information.

Evaluation completed by: Charles Morrison

On: 31 July 2007